FOR CLOUD MSPS

SIX WAYS MSPS TURN AZURE FINDINGS INTO A CLOUD SERVICE

Pick the one that fits how you already charge, then borrow a second.

Spotto is the AI-Assisted Cloud Operations platform for Cloud MSPs.

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THE SIX AT A GLANCE

SIX WAYS. PICK THE ONE THAT FITS HOW YOU CHARGE.

Finding the work in every client’s cloud takes time. Turning it into something your client says yes to takes time too.

01
Keep it in your margin
Fixed-price and bundled services.

02
Run a review
Winning new clients, and reopening a conversation with the ones you have.

03
Sell the next job
Shops that sell time, projects or blocks of hours.

04
Offer focused packs
Clients with one clear worry they want looked after.

05
Give clients a portal
Clients who see one line for Azure on their invoice.

06
Tier your managed service
MSPs that want a good, better, best ladder for their clients.

Each way has an example client sheet you can brand. Ask us for the editable versions.

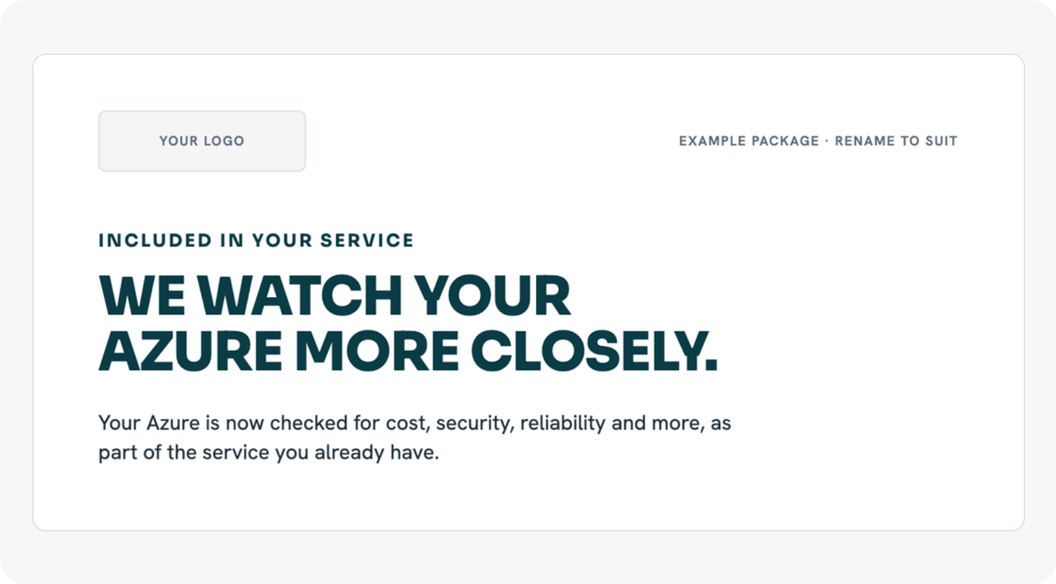
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WAY 1 OF 6

KEEP IT IN YOUR MARGIN

With Spotto, your team looks after each estate more closely, inside the fee your client already pays.

Who it suits	Fixed-price and bundled services, where a finding can’t be billed as its own line.
The client gets	A better-run estate and clearer reporting, for the fee they already pay.
How MSPs charge	Inside the fee you already charge. You get engineer time back and an easier renewal.
What Spotto supplies	Findings, playbooks, PSA tickets and service delivery reports.



Example client sheet: “Included in your service”.

Pairs well with Way 2: run reviews to win new clients.

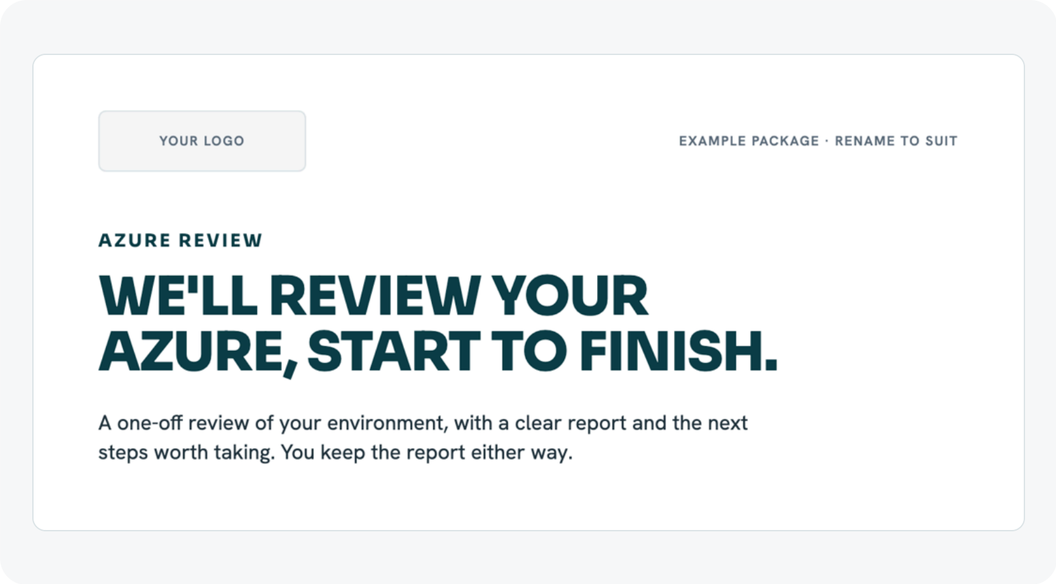
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WAY 2 OF 6

RUN A REVIEW

A one-off look at an estate, named by the outcome it checks.

Who it suits	Winning new clients, and opening a fresh conversation with the ones you have.
The client gets	A clear report on their estate and the next steps worth taking.
How MSPs charge	Free as an opener, or a fixed fee.
What Spotto supplies	The estate analysis, then Fix It when fixes are part of the job.



Example client sheet: “Azure review”.

Pairs well with Way 1 or Way 5.

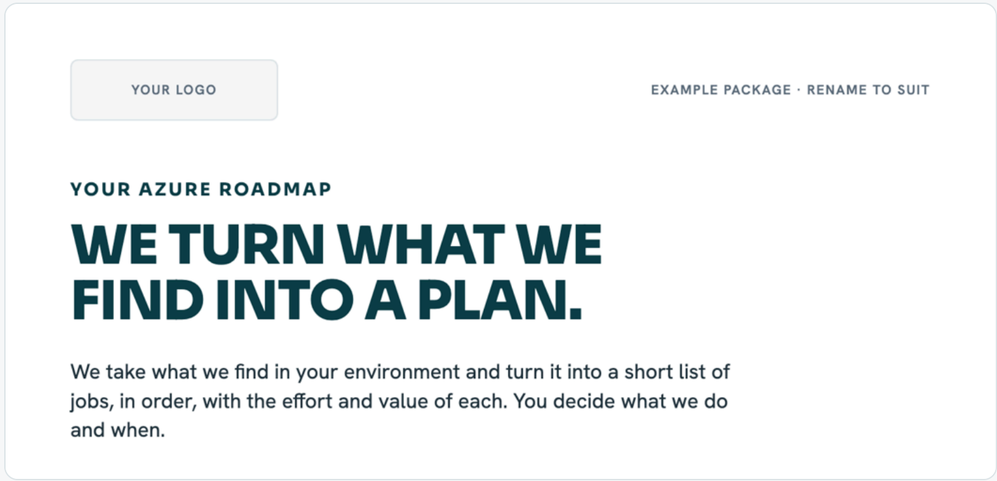
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WAY 3 OF 6

SELL THE NEXT JOB

With Spotto, your team turns findings into a prioritised roadmap, then a statement of work.

Who it suits	Shops that sell time, projects or blocks of hours.
The client gets	A plan of the next jobs, with the why and the effort for each.
How MSPs charge	Projects and blocks of hours, at your own rates.
What Spotto supplies	Findings across six categories (cost, security, compliance, reliability, performance, operational excellence), effort estimates and draft statements of work, then playbooks and Fix It to deliver.



Example client sheet: “Azure roadmap”.

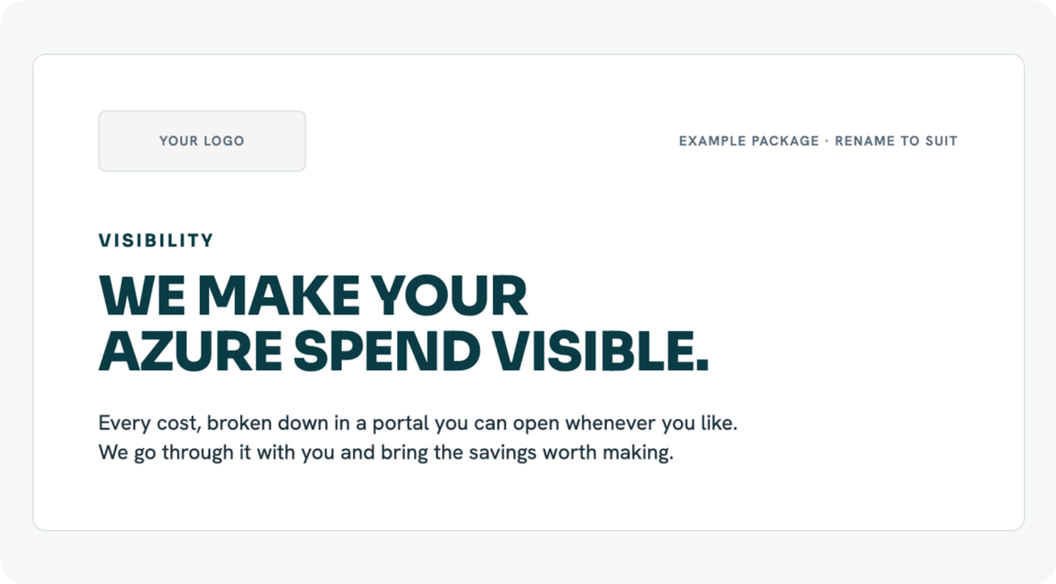
> *“US$6,000–10,000 of optimisation work every month.”*
>
> Umbrellar, on what Spotto found in a single client environment

WAY 4 OF 6

OFFER FOCUSED PACKS

Each pack answers one question your client is asking, and sells as its own offer.

Who it suits	Clients with one clear worry they want looked after.
The client gets	Their own portal view for that one job, with your team behind it. A Visibility pack shows where their Azure spend goes.
How MSPs charge	A monthly line for each pack the client takes.
What Spotto supplies	The client portal: Dashboard, Cost Tree, Cost Analysis and Commitments. Feature sets let you choose what each client sees.



Example client sheet: “Visibility”, an example pack.

Pack names are examples; name your own.

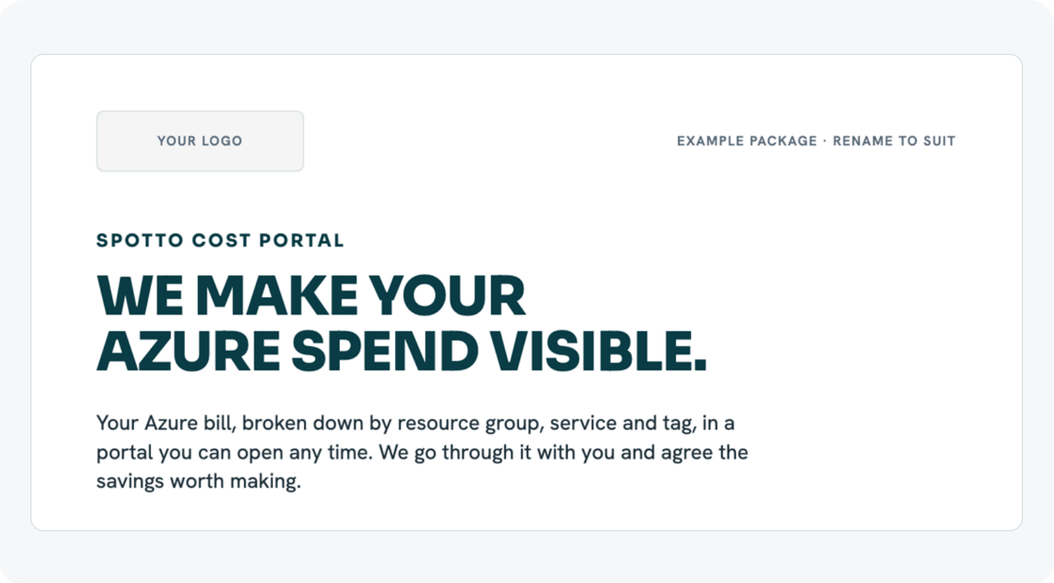
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WAY 5 OF 6

GIVE CLIENTS A PORTAL

Clients log in and see what their Azure spend is made of.

Who it suits	Clients who see one line for Azure on their invoice.
The client gets	Where their spend goes, what changed, and the savings opportunities on their dashboard.
How MSPs charge	A line on the agreement, opened with a free cost analysis.
What Spotto supplies	The client portal: Dashboard, Cost Tree, Cost Analysis and Commitments. Feature sets let you choose what each client sees.



Example client sheet: “Client portal”.

Pairs well with Way 2: open it with a free review.

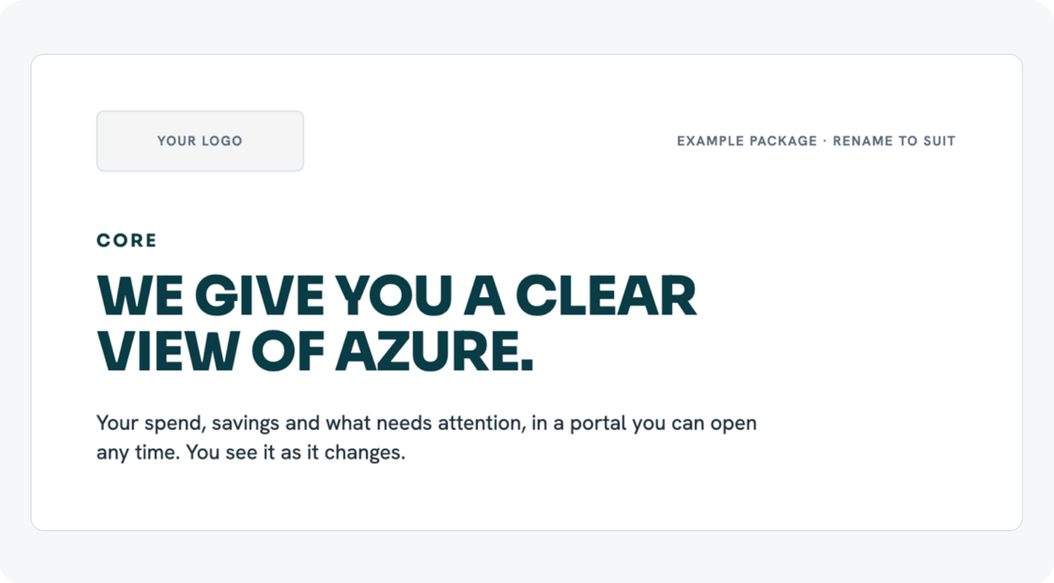
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WAY 6 OF 6

TIER YOUR MANAGED SERVICE

Three tiers, set by who does the work. Each includes the one before.

Who it suits	MSPs that want a good, better, best ladder for their clients.
The client gets	Core: they see it. Pro: your team acts on it. Elite: you plan it together.
How MSPs charge	A monthly fee per tier, named and priced by you.
What Spotto supplies	Feature sets for what each tier sees, service delivery reports, and Fix It where your team does the work.



Example client sheet: “Core”, the first tier.

Core, Pro and Elite are example names.

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YOUR 14-DAY TRIAL

START WITH ONE CLIENT

1

Connect

Connect one client’s Azure. Spotto’s access is read-only by default.

2

Pick

Spotto sorts the findings by impact and shows the effort. Your team picks what matters to that client.

3

Package

Shape it into whichever of the six ways fits how you charge.

4

Show

Your client sees the next job worth doing, why it matters to them, and what it takes.

Talk to us: www.spotto.ai/contact

A discovery call, then a free 14-day trial on one client.

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